Message Text

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DEPT PASS TREASURY FOR SYVRUD

E.O. 11652: GDS TAGS: EFIN, ECON, PO

SUBJECT: PROPOSED COMMERCIAL BANK CREDIT FOR SINES

REF: LISBON 2495

1. AS MENTIONED PARA 2 D OF REFTEL, DILLON READ IS ATTEMPTING TO ORGANIZE COMMERCIAL BANK CREDIT OF \$50 MILLION TO FINANCE SINES INDUSTRIAL PROJECT. EMBASSY DISCUSSIONS WITH DILLON READ OFFICERS AND WITH PRIVATE BANKERS HAVE PROVIDED FOLLOWING INFORMATION ON PROPOSED LOAN. BORROWER WOULD BE SINES AREA COM-MISSION WITH GUARANTEE OF GOVERNMENT OF PORTUGAL. LOAN WOULD BE IN THE FORM OF NEGOTIABLE BONDS BEARING VARIABLE INTEREST RATE AT 1.25 PERCENT ABOVE LIBO. LOAN WOULD BE AMORTIZED OVER FIVE YEARS. DILLON READ ATTEMPTING TO ORGANIZE NINE FINANCIAL INSTITUTIONS, BOTH U.S. AND EUROPEAN, TO FLOAT INITIAL ISSUE OF \$50 MILLION. IF ARRANGEMENTS PROCEED SMOOTHLY, ISSUE WOULD BE MADE IN LATE APRIL OR EARLY MAY. IF THIS ATTEMPT SUCCEEDS, DILLON READ ENVISAGES SIMILAR ISSUES FOR OTHER GOP AGENCIES, SUCH AS THE ELECTRIC COMPANY OR THE PETROLEUM COMPANY, DURING LATTER PART OF 1977. CONFIDENTIAL

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DILLON READ MAY AGAIN LEAD THOSE SUBSEQUENT CONSORTIA BUT INITIAL FEELING IS THAT INDIVIDUAL PARTICIPATING INSTITUTIONS OF THE SINES ISSUE WOULD TAKE LEADERSHIP ROLE IN SUBSEQUENT GROUPS.

2. COMMENT: DILLON READ EFFORT REPRESENTS SIGNIFICANT BUT RELATIVELY SMALL PROGRAM GIVEN PORTUGAL'S TOTAL NEEDS.

SUCCESS OF THIS PROGRAM CANNOT, THEREFORE, BE INTERPRETED IN ANY WAY AS INVALIDATING THE IMPORTANCE OF THE PROPOSED MULTILATERAL GOVERNMENT CONSORTIUM CREDIT FOR PORTUGAL. INDEED, THE DILLON READ EFFORT AND THE CONSORTIUM ARE INTERDEPENDENT. SHOULD DISCUSSIONS ON THE CONSORTIUM LOAN APPEAR TO FALTER, IT IS DOUBTFUL THAT THE DILLON READ EFFORT COULD BE SUCCESSFULLY CONCLUDED. CARLUCCI

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Message Attributes

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Subject: PROPOSED COMMERCIAL BANK CREDIT FOR SINES

TAGS: EFIN, ECON, PO, US, SINES

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